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CB01-178

## **MANUFACTURING AND TRADE INVENTORIES AND SALES** **September 2001**

**Special Notice:** Because of the terrorist attacks of September 11, the Census Bureau altered an option in its seasonal adjustment procedures used to produce the seasonally adjusted data for the September release. This alteration ensured that the published seasonally adjusted values fully include the effects of the attacks and eliminated the distortion that September's untypical events would otherwise have had on seasonal factors for September and surrounding months. The alteration was made where the appropriate statistical test showed that the unadjusted September value was not in a typical range and for which there were also independent indications of an impact due to the September events. For technical details, see <http://www.census.gov/mtis/www/mtis.html>.

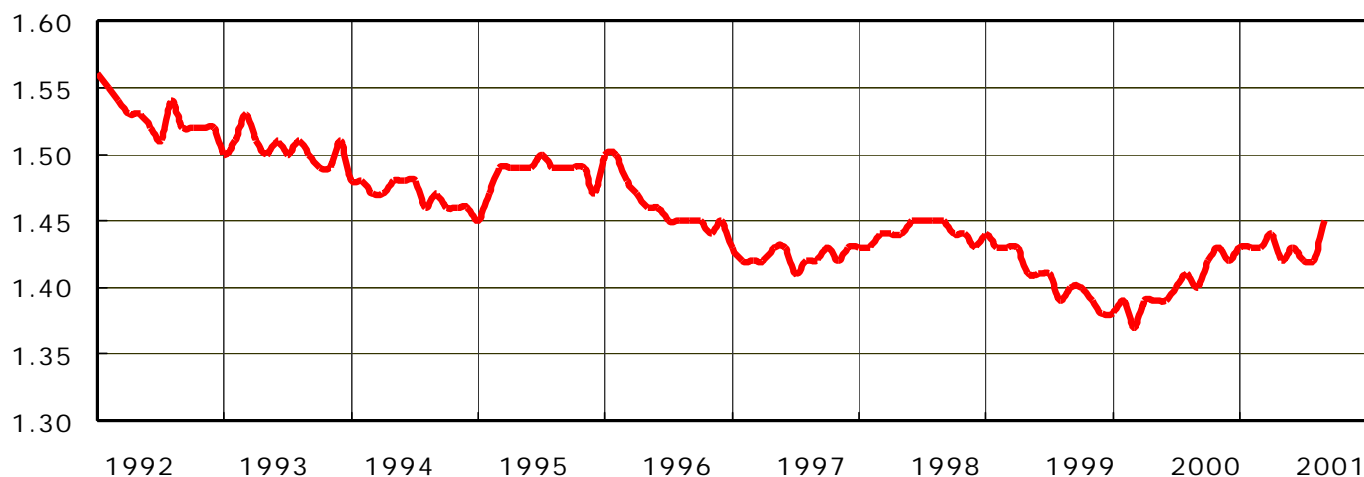
**Sales.** The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments for September, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$809.3 billion, down 2.8 percent ( $\pm 0.3\%$ ) from August and were down 4.9 percent ( $\pm 0.7\%$ ) from September 2000.

**Inventories.** Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,173.5 billion, down 0.5 percent ( $\pm 0.1\%$ ) from August and down 1.8 percent ( $\pm 0.8\%$ ) from September 2000.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of September was 1.45. The September 2000 ratio was 1.40.

### **Total Business Inventories/Sales Ratios: 1992 to 2001**

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



**The Manufacturing and Trade Inventories and Sales Report for October is scheduled for release December 14, 2001 at 8:30 a.m.** Questions concerning this report may be addressed to: Nancy Piesto (301) 457-2706/2708 (Retail), Lee Wentela (301) 457-4832 (Manufacturing), or Scott Scheleur (301) 457-2747/2764 (Wholesale). Electronic inquiries may be sent to: [retail.trade@census.gov](mailto:retail.trade@census.gov).

The wholesale and manufacturing data in this report also appear in the following monthly Census Bureau publications: Current Industrial Reports (see M3 series for manufacturers data) and Current Business Reports (see BW series for merchant wholesalers). Retail data are available on the Census website at <http://www.census.gov/mrts/www/mrts.html>. September data were released November 2 for Manufacturers and November 7 for merchant wholesalers. The data are also available the day of issue on the Internet - <http://www.census.gov/mtis/www/current.html> - and on Department of Commerce's STAT-USA website; for information, call (202) 482-1986.

**Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers**  
(In millions of dollars)

	Sales			Inventories <sup>1</sup>			Inventories/Sales Ratios		
	Sep. 2001	Aug. 2001	Sep. 2000	Sep. 2001	Aug. 2001	Sep. 2000	Sep. 2001	Aug. 2001	Sep. 2000
	(p)	(r)	(s)	(p)	(r)	(s)			
<b>Adjusted<sup>2</sup></b>									
Total business.....	809,281	832,273	850,950	1,173,539	1,179,117	1,194,445	1.45	1.42	1.40
Manufacturers <sup>3</sup> .....	323,110	337,443	357,996	460,900	464,933	479,234	1.43	1.38	1.34
Retailers.....	260,041	265,826	260,419	414,720	415,864	413,586	1.59	1.56	1.59
Merchant wholesalers.....	226,130	229,004	232,535	297,919	298,320	301,625	1.32	1.30	1.30
<b>Not Adjusted</b>									
Total business.....	807,415	860,412	868,942	1,163,717	1,162,490	1,186,936	1.44	1.35	1.37
Manufacturers <sup>3</sup> .....	342,261	344,154	384,676	458,687	466,861	479,042	1.34	1.36	1.25
Retailers.....	246,461	278,113	252,542	412,255	402,898	411,212	1.67	1.45	1.63
Merchant wholesalers.....	218,693	238,145	231,724	292,775	292,731	296,682	1.34	1.23	1.28

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

**Table 2. Percent Changes for Sales and Inventories -- Manufacturers, Retailers, and Merchant Wholesalers**

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Sep. 01/ Aug. 01	Aug. 01/ Jul. 01	Sep. 01/ Sep. 00	Sep. 01/ Aug. 01	Aug. 01/ Jul. 01	Sep. 01/ Sep. 00	Sep. 01/ Aug. 01	Aug. 01/ Jul. 01	Sep. 01/ Sep. 00	Sep. 01/ Aug. 01	Aug. 01/ Jul. 01	Sep. 01/ Sep. 00
Total business.....	-2.8	0.1	-4.9	-0.5	-0.2	-1.8	-6.2	9.1	-7.1	0.1	-0.1	-2.0
Manufacturers.....	-4.2	-0.3	-9.7	-0.9	-0.7	-3.8	-0.6	13.7	-11.0	-1.8	-0.5	-4.2
Retailers.....	-2.2	0.2	-0.1	-0.3	0.4	0.3	-11.4	6.1	-2.4	2.3	1.1	0.3
Merchant wholesalers.....	-1.3	0.5	-2.8	-0.1	-0.2	-1.2	-8.2	6.3	-5.6	0.0	-1.2	-1.3

**Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business**

(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories <sup>1</sup>			Percent Change In Inventories			Inventories/Sales Ratios		
		Sep. 2001 (p)	Aug. 2001 (r)	Sep. 2000 (s)	Sep. 2001 (p)	Aug. 2001 (r)	Sep. 2000 (s)	Sep. 01/ Aug. 01	Aug. 01/ Jul. 01	Sep. 01/ Sep. 00	Sep. 01	Aug. 01	Sep. 00
	Adjusted <sup>2</sup>												
	Retail trade, total .....	260,041	265,826	260,419	414,720	415,864	413,586	-0.3	0.4	0.3	1.59	1.56	1.59
	Total (excl. motor veh. & parts) .....	190,912	193,471	190,230	284,272	284,781	283,032	-0.2	0.4	0.4	1.49	1.47	1.49
441	Motor vehicle & parts dealers .....	69,129	72,355	70,189	130,448	131,083	130,554	-0.5	0.3	-0.1	1.89	1.81	1.86
442,3	Furniture/home furn., elect. & appl. stores .....	14,577	15,001	15,075	23,500	23,534	24,176	-0.1	-0.3	-2.8	1.61	1.57	1.60
444	Building materials, garden equip. & supplies .....	24,099	24,739	23,001	40,534	40,427	41,264	0.3	0.9	-1.8	1.68	1.63	1.79
445	Food & beverage stores .....	40,400	40,189	38,991	33,996	34,170	33,223	-0.5	0.3	2.3	0.84	0.85	0.85
448	Clothing & clothing access. stores .....	13,361	14,192	14,314	34,113	34,021	34,498	0.3	0.2	-1.1	2.55	2.40	2.41
452	General merchandise stores .....	34,781	34,945	34,452	66,770	67,059	65,026	-0.4	0.9	2.7	1.92	1.92	1.89
4521	Dept. strs. (excl. leased depts.) .....	19,313	19,633	19,963	44,112	43,830	42,790	0.6	1.5	3.1	2.28	2.23	2.14
	Not Adjusted												
	Retail trade, total .....	246,461	278,113	252,542	412,255	402,898	411,212	2.3	1.1	0.3	1.67	1.45	1.63
	Total (excl. motor veh. & parts) .....	180,529	198,884	183,229	290,470	281,979	289,354	3.0	1.9	0.4	1.61	1.42	1.58
441	Motor vehicle & parts dealers .....	65,932	79,229	69,313	121,785	120,919	121,858	0.7	-0.8	-0.1	1.85	1.53	1.76
442,3	Furniture/home furn., elect. & appl. stores .....	13,743	15,380	14,527	23,664	23,016	24,418	2.8	0.3	-3.1	1.72	1.50	1.68
444	Building materials, garden equip. & supplies .....	23,344	26,270	22,839	39,642	39,740	40,356	-0.2	0.2	-1.8	1.70	1.51	1.77
445	Food & beverage stores .....	39,417	41,275	38,573	33,795	33,349	33,014	1.3	0.0	2.4	0.86	0.81	0.86
448	Clothing & clothing access. stores .....	12,305	14,992	13,464	36,228	34,803	36,671	4.1	2.9	-1.2	2.94	2.32	2.72
452	General merchandise stores .....	31,477	35,085	31,420	70,598	66,040	68,799	6.9	4.2	2.6	2.24	1.88	2.19
4521	Dept. strs. (excl. leased depts.) .....	17,281	19,727	18,064	46,626	42,997	45,229	8.4	4.9	3.1	2.70	2.18	2.50

Note: U.S. and group totals include kinds of business not shown.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

<sup>1</sup> Inventories are on a non-LIFO basis as of the end of the month.

<sup>2</sup> Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

<sup>3</sup> Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is  $\pm 1.2$  percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample), response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.